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ssertiveness Workshop Part of Program	Oct.	2
lankruptcy Code is Popular Seminar Topic	Oct.	2:
lankruptcy Code is Topic in Providence	Feb.	2:
larber Elected President of NACM Credit Women-Seattle	Sept.	21
flum New President of NACM-Northern and Central Calif	Jan.	2
Soston Hears Talk on 'The Banking Connection'	June	2
Brittain Named Executive V.P. in Wichita, Michael	Sept.	2
Campbell New President of the Credit Managers Association of		
Southern Calif	Oct.	2
Central Connecticut Inc. Has Annual Dinner	Nov.	2
Chattanooga Credit Women Honored Two Past Presidents	June	2
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Creditors' Rights are Luncheon Topic					
	Dec.	18	Speakers Available on Urban Policy	June	
alabas Elasted Danidant of New York Institute of Condit	May	24	Tapping Technology for Credit Operations	May	
alahee Elected President of New York Institute of Credit	Sept. June	26 27	Tariff Concession Rates at Commerce Offices.  Using a Computer for Wage/Price Compliance	Sept.	
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round Breaking for New NACM-Connecticut Inc	Sept.	26			
roup Gears Seminars to Experience Level	June	27 27	National News		
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nowles To Head Alabama Affiliate	Sept.	27	A /D F	4 19	
emphis Holds Workshop on Legal Procedures iller Elected President of Memphis Association of Credit Executives	Dec.	18	A/R Forecasting is Topic of CRF Staff Report	April Sept.	
mer Elected President of Memphis Association of Credit Executives	May	24	All-South and Eastern Conference Slated	Oct.	
inneapolis Prepares for Switch to Automation	Feb.	25	Committee Chairmen Named for 1980-81	Sept.	
ACM Chesapeake Chapter Organizers of International Credit Group	May Dec.	24 18	Conference Sponsored by FCIB, World Trade Club	Jan.	
ACM Connecticut Holds WorkshopACM-Hawaii's President Boosts Credit Congress	Dec.	18	Construction Group Forms Subcommittees Credit Congress Gets High Marks	June	
YIC Hosts Its Second 'Credit Smorgasbord'	June	26	Credit Congress Spouses Program Decided.	Oct. Dec.	
w Capitol Region Office	Dec.	18	Credit Interchange Conference Held	June	
w Jersey Association President	Nov.	28	Credit Manual Covers New Bankruptcy Code	Jan.	
w Officers of the Cincinnati Association of Credit and Financial Management.	Sept.	27	Credit Manual: Special Price for Associations	Nov.	
w Upstate New York Officers, More Awards	Nov.	28	Dairy Industry Organizes National Credit Group  Data Interchange Standards Group Formed	June May	
w York Credit Execs Have Mixed View of Economy	April	27	El Paso Group to Host All-South Conference	Sept.	
wly Elected Officers of NACM-South Florida Unit	May	24	FCIB Participates in World Trade Week Events	June	
orth Central Credit and Financial Management Association	Oct.	25	FCIB Reports Accepted Under FCIA Policies	Jan.	
Charter Members of Minnesota's World Trade Week Inc	Nov.	28	FCIB's July Round Table Conference Participants	Sept.	
egon Sponsors Series on Practical Psychology	Sept.	26	Gilliam To Head FCIB Export Club.	Sept. April	
tsburgh Credit Women Mark 50th Anniversary	Sept.	26	Gliozzo Recipeint of NACM's ABCE Designation	Jan.	
ogram on Legal Aspects of Collection Held	June	27	Goodin Speaker at the National Conference of the Institute of		
keyser Addresses Cincinanati Affiliate	June Nov.	27 28	Credit Management of the United Kingdom	June	
n Antonio Names Presidentminar on Accounting, Bankruptcy Code Held	May	25	Hogue to Head Yarn Credit Group.  Holland Heads Housewares Credit Group, Dennis.	Dec. Feb.	
nith Named Cincinnati's Credit Executive of the Year	Jan.	26	Holobeck to Head Secretarial Council	Sept.	
SWCE Meeting Held in Waco	May	25	Housewares Credit Group Elects Hussey President	Dec.	
iedorfer New President of NACM Chesapeake Chapter	June	26	Hyde Retires; Ira Mermer Joins CRF, Joseph	April	
			Individual Recognition in Membership Drive	Dec.	
			Industry Credit Group Honors Charter Member Interchange Board Sets Fall Meeting	Dec. Nov.	
			Lota Joins FCIB-NACM Staff as Manager	May	
xecutive Message		_	Membership Hits 44,203 at End of 1979-80 Year	June	
			Mitchell Heads Convention Committee, Richard	Jan.	
			NACM Revises Popular Credit Checking Book	Nov.	
re You Planning Ahead with Your Eyes Open? (Coulam)	Feb.	20	National Frozen Food Processors Credit Group Hold 25th Anniversary	March	
ommitment to Excellence Demands Continuous Study, A (Goodwin)	Sept.	21	National Membership Tops 44,000 Mark	Feb.	
ecision Making in the 1980's (Goodwin)	June	20	Navin to Head Paint Credit Group	April	
Don't Hesitate, Do It Now" (Coulam)	May Jan.	20	Our New Telephone Number Is.	March	
lan Now (Goodwin)	Nov.	24	Peters Receives NACM's ABCE Designation	Feb. Jan.	
repare for the 'Decade of Destiny' at the St. Louis Credit Congress			Publications Department Offers Discount Schedule	Oct.	
(Goodwin)	March	18	Ryan Receives ABCE Designation, Frank	Nov.	
Preparing Today for NACM—Tomorrow! (Johnson)	Oct. Dec.	21 13	San Francisco to Host 1981 Credit Congress	Sept.	
tetooling for the 80's (Johnson)	April	20	Sheehan Elected Chairman of the National Electrical Manufacturers		
			Credit Group	April Feb.	
			Inree Credit Executives Receive ABCE Awards		
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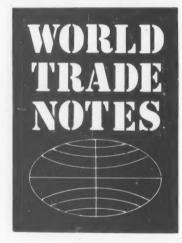
### Export Factoring/ Foreign Credit & Collection Leads

What is Export Factor-

Export factoring is a uni-A que credit management and financing service of banks and particularly suited to small and medium-sized companies seeking to expand and protect their short-term export sales. This service provides 100% credit and political risk protection worldwide on a non-recourse hasis

In many leading markets around the world, affiliate-members of the International Factors Group make on-the-spot credit investigations and decisions and perform a comprehensive accounts receivable, bookkeeping and collection service consistent with local business practice. Consequently, the exporter is to offer overseas customers open account payment terms-quite a significant competitive advantage. Financing geared to sales growth is available at the opinion of the exporter at banking rates. For any further information on this subject, please ask your local bank.

For those of the readers who would like to update themselves in



the Foreign Credit and Collection field, I suggest that you obtain the following pamphlets from the U.S. Council of the International Chamber of Commerce, 1212 Avenue of the Americas, New York, N.Y. 10036:

- 1) Uniform Customs and Practice for Documentary Credits-#290
- 2) Uniform Customs for Collection-#322
- 3) INCO Terms-#350

The Department of Commerce, Office of Export Development, Washington, D.C. 20230, has two interesting export reference publications for U.S. exporters:

1) A Basic Guide to Exporting

2) A Guide to Financing Exports

The Office of Program Coordination and Development, International Communication Agency, 1750 Pennsylvania Avenue, NW, Washington, D.C. 20547, informs us that a businessman who travels overseas can sign up to be a diplomat for one day (or one week) with the U.S. International Communication Agency. The agency selects some 600 people per year to discuss their areas of expertise with foreign counterparts. To save money, the agency tries to recruit Americans who are already planing trips abroad. The government will pay local travel expenses plus the standard government per diem and an honorium. The program is active in 120 countries. Foreignlanguage fluency is not required.

According to the agency, the greatest need is for experts in the fields of economics, international relations, U.S. political and social processes, arts and humanities, and science and technology. Please contact the agency directly for further

information.

Gerd-Peter Lota, Director **FCIB-NACM Corporation** 475 Park Avenue South New York, N.Y. 10016

